

NWX-US DEPT OF COMMERCE (US)

Moderator: Jeana Bunn-Hector

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1:00 pm CT

Coordinator: Please press star followed by the number 1 to ask a question, unmute your line and record your name clearly to be announced.

The call's also being recorded. If you have any objections, you may disconnect.

I'd like to introduce Andrew Hait. Sir, you may begin.

Andrew Hait: Thank you so much everyone for attending this afternoon's webinar and good morning to any of our West Coast attendees.

My name is Andy Hait. I'm an economist here at the U.S. Census Bureau at our headquarters office in Maryland.

And today we're going to be walking through some of the data that have been released from the 2017 Economic Census. We're going to specifically focus on the information available for the transportation and warehousing sector but I'm going to talk a little bit about some of the other materials we have on our Economic Census web site that you can use to help you better understand the data.

Today's webinar is actually the 5th in a series of 20 webinars that we're going to be doing over the course of the next few months. As you can see, we've already completed webinars for a number of our states. Connecticut was –

Connecticut webinar was on February 19th, Arizona and the other states were on March 10th. Then the Alaska one we just did on Tuesday.

As you can see on this calendar, the Tuesday webinars are all state focused webinars. So if you're interested in data across the Economic Census for a particular state, I would encourage you all to get the information and to connect with us on the state webinars on Tuesday.

And on Thursday, today is our sector-based webinar. So this is where we're going to be talking about the data that is released for a particular sector. Two weeks ago we did a webinar on utility sector. That information is already available, archived along with the transcript out on our Economic Census web site.

And I would encourage you all to check out that webinar. The utility sector is the smallest sector in the United States in terms of the numbers of businesses but it actually is the highest, the one with the highest average annual payroll per employee. A lot of people sort of automatically think that corporate headquarters, management of companies and enterprises NAICS 55 would be the highest. But it's actually the utility sector.

So today we're going to be talking about transportation and warehousing. To get us started I want to provide just a little bit of context about what is the U.S. Census Bureau. By now all of us on the call today should have received an invitation to respond to the Population Census. We do the Decennial Census every ten years and each of us should've received either a letter that invited us to go to a web site or to call a phone number, to respond online or the actual form itself.

While the Decennial Census is certainly the largest undertaking we do at the U.S. Census Bureau, it is not the only thing we do. In fact, we conduct more than 130 monthly, quarterly, annual and periodic programs each and every single year.

Those programs include the Decennial Census and the American Community Survey. The ACS is our largest demographic survey. If you are already not familiar with American Community Survey, I would really encourage you all to check it out. It provides an amazing wealth of demographic, socioeconomic and housing data.

For those of you who have been using Census Bureau data for years the American Community Survey replaced the old Decennial Census long form. So businesses, people who would've completed the Decennial Census long form every ten years, we've had this really rich data every ten years.

But the bummer there was it was every ten years. If you wanted more current information, we just didn't have it. So the ACS now fills in those gaps in between the Decennial Census years.

But in addition to these two demographic programs we also conduct 58 business surveys at the Census Bureau. Every five years we do a census government that covers the public sector. This looks at state and local governments. And we conduct every five years an Economic Census.

So let's talk a little bit about the Econ Programs in a big picture. I really like this pyramid analogy because it gives information about the hierarchy of each of our different Econ Programs. At the top of the pyramid is our monthly and quarterly surveys. These are the most timely programs that we conduct at the

Census Bureau. But they're also some of the least detailed. Our Monthly Retail Trade Survey for example provides very, very timely monthly retail sales data. But the data are only available at the national level.

To look at more localized data we start to then produce annual programs. So programs like county business patterns and non-employer statistics. You'll hear me mention in a few minutes later on about those two programs. These are two fantastic annual programs that provide data down to the county level and in terms of county business patterns even zip code level data on the U.S. economy.

But every five years we do our big baseline benchmark survey, which is the Economic Census. It's done on the years ended with 2 and 7 so 2017 is our latest Economic Census year. The next one will be in 2022.

The Economic Census is the baseline and benchmark for nearly all of the annual, quarterly and monthly surveys that we do at the Census Bureau. Were it not for a good full count of every employer business in the United States, we wouldn't have good accurate information annually, monthly and quarterly.

So let's talk a little bit more about the Economic Census. As you just heard me say it's our most detailed program. The Economic Census covers employer businesses in the United States. There's about 8 million businesses with paid employees. They are all covered by the Economic Census.

We publish data at the 2 through 6-digit NAICS codes but yes, there are a couple of exceptions or exclusions from the Economic Census. For example, you can see on the slide we don't count data on agriculture, which is NAICS

11 because U.S. Department of Agriculture counts the census of agriculture on every five years just like we do the Econ Census.

I've also provided a link here to a list of other exclusions, other types of businesses that are excluded from the Economic Census. These presentations, the presentation today is going to be posted up on the web site so you don't have to frantically write down that URL. You'll be able to get it right in the PowerPoint file once it's posted in a couple of days.

Now as I mentioned the Economic Census covers employer businesses. What we don't cover in the Economic Census are non-employer businesses or what we would also call self-employed people. In some sectors of the U.S. economy non-employers are not significant. It's hard to imagine a very large non-employer manufacturer or a non-employer utility company. There probably are some but there are not very many of them.

However, in the sector we're going to be talking about today, the transportation and warehousing sector, self-employed people, people who file the 1040 Schedule C or Schedule SE are a significant portion of the data.

So when we start talking about the transportation data, I just want you to remember that you're going to be looking at data for employer transportation and warehousing companies. If you're interested in data for those self-employed truck drivers for example, those businesses would be tabulated and published in a program called non-employer statistics.

And one of the first tips I'm going to tell you today is whenever you're using our Economic Census data always also check out the non-employer data

because you might be surprised in some industries where how important non-employers are with the – with actually the data in that industry.

So the second thing that I want to point out is the Economic Census is also our most detailed geographic program. It provides data at the national, state, county, metropolitan area, and place level. Now the term place is the word that we use to describe cities, towns, villages and boroughs.

Places include not only incorporated cities and towns, municipalities but it also includes what the Census Bureau calls Census Designated Places or CDPs. CDPs are a Census Bureau defined geography for a town that doesn't actually have a legal presence, but does have a presence in terms of the people who live there.

The town that I live in in Crofton, Maryland is not an incorporated city. But it does have 15,000 people that live here in my town. Our town has good boundaries. And that town does have a presence in our economic data.

The Economic Census is also our most detailed program in terms of the other dimensions that are published. Data are shown not only by industry and geography but also by the size of the business. A lot of users will ask me "Andy I'm interested in small businesses in my community. Does Census have data available on business size?"

Yes, we do. And we actually publish four types of business size data in the Economic Census. We have data broken out by size of the establishment, the individual business location as well as data broken out by the size of the firm or the company.

So perhaps your definition of a small business is a single business location that has less than five employees. But maybe your definition is a small business has – is a company that has less than 100 employees. We have it both ways.

We also publish business size data in the Economic Census by employment size and by sales size. So if you're interested in looking at a small business as defined by the number of employees they have, that would be data we would have. But you could also look at data by the sales of that business. Let's say your definition of small is a business that has less than \$500,000 in sales. We have that data as well.

Now information is also available in the Economic Census on franchise data. The franchising is not as popular or not as common in the transportation and warehousing sector. But it is there. So understanding the importance or lack of that franchise businesses make to certain industries, that information is available as well.

Now the Economic Census it's also the most detailed because it has the most detailed data variables that we show. These data variables published in the Economic Census include core statistics like the number of establishments. Those business locations, employment, payroll and some measure of output whether that's sales, shipments, receipts or revenue plus it also has sector specific variables.

So for example in the manufacturing sector we publish detailed information on inventories and assets and capital expenditures.

Now one of the other data products that you're going to hear about later from the Economic Census is our product lines data. Product lines are the detailed products and services provided by businesses classified in a certain industry.

So for example when we publish data for the retail sector on grocery stores, the sales data that we publish reflects the total sales of grocery stores in that – classified in that industry.

But if you wanted to break out that sales, those sales data, into the individual products and services that grocery stores sell, poultry, baked goods, canned goods, etcetera, those types of breakouts are available on our product lines data. The transportation and warehousing sector does have really detailed product statistics and it speaks to the types of products and services that these businesses are providing.

And we'll talk a little bit more about that in just a few minutes. In terms of where the Economic Census data are released, for the first time we are releasing our data on our brand new data.census.gov platform. [Data.census.gov](https://data.census.gov) is the replacement for the American Fact Finder application that many of us have come to know and love.

American Fact Finder was launched in 1997 as part of the 1997 Economic Census. But it is being retired in just less than a week. And data.census.gov is the replacement for that particular data tool.

I will say I would encourage you all to check out data.census.gov. And I'll be providing some tips on how to access the Economic Census data and throughout the presentation.

The data from the Economic Census will also be available from Census Business Builder, which is one of our more easy to use innovative data tools. The data will be released in that tool in our August update.

And finally the data are available in a few other Census Bureau data tools including Quick Facts.

Now at the bottom of this slide I have a quick little note here about one of our programs that's related to the Economic Census. And I want to say that this is an important one for the transportation and warehousing sector because these programs provide information about business ownership. The Survey of Business Owners and the Annual Survey of Entrepreneurs provide detailed information on the race, ethnicity, gender and veteran status of the business owner.

These two programs are both being superseded, replaced if you will by a brand-new survey called the Annual Business Survey that I have on good authority is scheduled for release in the middle of May. ABS will provide that same sort of information on the race, ethnicity, gender and veteran status of the business owner as was available in the Survey of Business Owners and ASE.

Some of you may have seen a story that I wrote on the transportation sector specifically on the trucking industry as part of our America Counts service, our America Counts story. One of the interesting findings in there was that women owned long distance specialty cargo trucking companies earn about 40% more than their male non-employer, corresponding non-employer businesses earn. It was a really fascinating look at the gender of truck drivers.

So I would just encourage you all to check that program out when you get a chance.

Now in terms of transportation and warehousing sector I just want to very quickly talk about what is and is not included in this sector. Transportation and warehousing is an amazingly diverse sector because it includes not only the transportation of goods but the warehousing of those goods as well. These two parts of transportation and warehousing are quite different. Transportation of course is a very labor-intensive industry whereas warehousing is much more capital intensive. But the detailed information is available.

On the right-hand side of the slide, I provided just a very high-level look from our First Look Report at the number of transportation and warehousing businesses in the United States in 2017. As you can see on the slide, we've had about 213,000, almost 214,000 transportation and warehousing businesses in U.S. economy. And again these are employer businesses. There's over 100,000 self-employed truck drivers in the United States.

Now in comparison to the other sectors, you can see transportation and warehousing is a relatively small sector. But in a few minutes, you'll see just how important that sector is in some sectors of the U.S. economy.

In terms of some other facts, the total employment in this industry is a little over 5 million employees which is ranked 10th in United States in terms of the employment of all people that work for an employer business. The annual average payroll per employment is ranked 11th at about \$48,000, almost \$49,000 per year and this industry generated about \$908 billion, almost \$909 billion worth of revenue in 2017 which was ranked 11th in the U.S.

Now as I mentioned with all of this great data it takes us a while to release all of the information available for the Economic Census. Release of the Economic Census data started in September of last year with the release of our First Look Report.

Once we started releasing – once we completed the release of that data then we shifted gears and started releasing in January our local area data, the geographic area statistics. Those reports started being released in January and the entire series will be completed by November of this year but I have it on good authority it might be a bit earlier than that. This high-level release schedule is available up on our Economic Census web site and I've provided the link to the release schedule at the bottom of this slide.

Now to learn about whether or not the data for your particular state of interest has been released for the transportation and warehousing sector we have some resources available on the Census Bureau's web site to talk about that.

When you go to the URL provided here on this slide you will find three pieces of information. First, you'll see an Excel file that provides a list of what's been released as of that week. We're updating this file every Monday and it reflects all of the data that we have released through Thursday of the previous week.

At the bottom of that page then is another Excel file that lets you look at what's coming soon. This upcoming release's file provides information about the publications that are scheduled for release in the next 30 days. So if you're interested for example in the transportation sector in Iowa and you

wanted to find out when that data are going to be available you could check this upcoming release's schedule to see if it's scheduled for the next 30 days.

In between these two Excel files we have the visualization on the right-hand side of the slide. What this visualization showed is the industry and the sectors that have been released for every state in the nation. As a state gets released the information, the peach fill on the state starts getting more and more full.

So as you can see for many of our states, we released majority of the data. For example for the State of Montana, we have released 14 of the 18 Economic Census sectors for that state.

Now some of you may be wondering why is it that we release the data in this format and why do we flow out the data on – in a state basis starting with the West Coast and the East Coast and slowly sort of moving our way toward the center of the country.

And the simple answer is metropolitan areas. When you think about a metropolitan area some metropolitan areas are comprised of counties that are solely within a single state. So for example, most of the metropolitan areas in the State of California are completely enclosed within the boundaries of the State of California.

So for our ability to publish detailed data for a sector and for a metropolitan area for that state it's relatively easy because all of the county components of that metro are included in the state that we are releasing.

However, metropolitan areas that straddle county boundary are especially challenging for us because in order to publish the data for the Washington, D.C. Metropolitan for a single area for example we have to lock down, if you will, the data for DC, Maryland, Virginia, West Virginia and even Pennsylvania to be able to publish that metro.

So basically as we move toward the center of the country the metropolitan areas get more and more complex. They overlap with more and more states. So that's sort of why we do it this way.

Now this visualization is really nice for a couple of reasons. First, it gives us a glance at what is the total progress that we're making towards releasing data for every sector of the U.S. economy. As you can see as of March 12th, we had nearly 38% of the data for the Economic Census in our geographic area statistics.

But the tool does give you the ability to filter just the particular sector that you care about. So for example if I went up to this little menu here at the top of the visualization which right now says all and I were to change that to transportation and warehousing, the application would then refresh.

And only the states that have data released for the transportation and warehousing sector would then be highlighted. It's a really nice way to find out if the data that you care about is available. The other thing that it provides are deep links, direct links to the data in data.census.gov. So that's the first tip I'm going to provide today.

Instead of going straight to data.census.gov I would highly encourage you all first to check out this visualization to see if the information you are interested

in is or is not available. If it is available, click on the link that is then provided in this visualization to that data which will then bring you right to the data in data.census.gov.

Now when it brings you to that data, it's going to bring you to state level data at the full 2 through 6-digit NAICS code level.

But let's say I was interested in looking at a particular county or a metropolitan area or a city or a town in that particular state. I could then go into the menu system in data.census.gov and change the geography from let's say California to Los Angeles County and the application would automatically then refresh and give me the latest data for Los Angeles County.

So it's a very, very nice way in a way to bypass some of those menus in data.census.gov and just get straight to the data.

Now let's talk a little bit about some key changes in the Economic Census. Every five years when we do an Economic Census, we recast a number of things that help us take a fresh look at the U.S. economy. The first of these things that we do is we look at geography changes that have occurred since the last Economic Census. As many of you know the boundaries of counties and places and even metropolitan areas change constantly.

So every five years we take a fresh look at the new geographic boundaries. And we then provide geographic information that compares those boundaries between the 2012 Economic Census and the 2017 Economic Census. A big tip I always tell users is anytime you're comparing data over time certainly up to five years or even more than five years, even if you're doing a comparison

of data not from the Census Bureau, you always ought to make sure that you are comparing geography boundaries that are comparable. Okay?

If you are comparing a particular city and the boundaries of that city changed, then some amount of the change that you're about ready highlight of the industry growth let's say that has occurred in that particular city or that particular county, some amount of that change may be due to the boundary change and not real economic growth.

The second change that we highlight in the Economic Census is the changes to the classification system itself, these NAICS codes.

And in a moment, we'll be looking through some of the changes that occurred for the 2017 Economic Census.

The third thing that we do is we've been publishing those product lines data for the 2017 Economic Census. They are now being published on the new NAPCS, N-A-P-C-S or North American Product Classification System. This is a product system that is used to classify our product data. And we'll see in a few minutes what the changes are there. And then finally there's some other changes that have occurred as well.

So let's talk about those NAICS changes. NAICS is of course the standard that we use in the Census Bureau to classify every business in United States. Okay. Each business, each separate physical establishment gets its own separate 6-digit NAICS code based upon the majority of the products or services that they do at that business.

So if you think for example about a restaurant that has a bar in the restaurant. That business might be called Andy's Bar & Grill. But whether that business is classified as a bar or as a restaurant depends upon whether or not the sales of that business primarily come from the bar or from the restaurant. We actually do that classification for the business. We don't let them classify it themselves. But this is a standard that we use.

NAICS is a three-country agreement. Representatives in the NAICS Committee come from the Census Bureau, United States. But it also represents data from Census Canada and Mexico's Statistical Agency, INEGI.

So we – the three countries work together to come up with a classification system that is consistent across our three countries which allows people to make comparisons of that data over time.

NAICS was adopted in 1997 and it replaced the old SIC System, the Standard Industrial Classification System. But unlike SIC it's been updated every five years so as you're using our data, I would encourage you to check out the NAICS Manual. When we make those changes those changes fall into three or four main categories.

Sometimes we simply recode an industry. An industry was classified under one code in one year under one version of NAICS and it has a different code in the next vintage of NAICS. Often that is done to group industries together that are related to each other.

In the following slides all of the changes that are highlighted in blue are the ones that are the simple recodes.

And it's an important thing to know because those industries, if you are looking for data for a particular 2012 industry and that code has changed for 2017 and is a simple recode, if you're still looking for that old code, you're never going to find it. You know knowing where these recodes is important.

We also have combinations – cases where we took two or more NAICS codes and combined them to consolidate them into one. Often that happens due to decline in the industry or cases where the numbers of companies in that industry in each of the industries have reduced to a point that we can no longer publish detailed data for those individual industries.

We have to combine them. All the business data we have at the Census Bureau and certainly from the Economic Census are subject to our privacy protections, Title XIII and Title XXVI of the U.S. Code. These classification systems celebrate that because we make sure that we can publish data from all of this.

And finally we have many, too many cases where industry pieces are being moved around. And you'll see some of those on the following slide in sort of this peach color. Now periodically we have one too many cases where which we call splitters, a case where a single NAICS code was split into two or more NAICS codes. So for example in the 2012 Economic Census and in the 2012 NAICS system, a single code was split into separate NAICS codes for solar, wind, geothermal and biomass electric power generation. So these codes are great.

Okay. Now in terms of the NAICS changes themselves this slide provides information on the NAICS codes that have changed over time. These – as you can see there are three sectors that had a change in their NAICS, mining,

manufacturing and retail trade. And on the next slide the changes for information, real estate rental and leasing and the professional, scientific and technical services sector.

As you notice there were no changes highlighted here for the transportation and warehousing sector. That means that the data for 2012 and 2017 are completely comparable. You can compare the data over that five-year period and know that you're actually comparing apples and apples. Similarly, there were no changes to this sector between 2012 and 2017 so you can compare data for the past ten years and know that you're actually making a good clean comparison.

So where can you go to actually access all these data?

The primary core place as I mentioned earlier to access the Economic Census data is on data.census.gov. The data will also be released on Quick Facts and on Census Business Builder.

One tip that I want to provide here about accessing these business data on data.census.gov is the advanced search feature in data.census.gov is your friend. If you're interested in looking at these economic census data, I would highly encourage you to use the advance search.

And when you click on the advance search option at the very top of that search box is a larger search box that I would encourage you to type in "EC17" in. Typing in "EC17" then automatically filters the results that you're seeing in this search for just those data products that come from the 2017 Economic Census.

The third tip I want to provide about data.census.gov is that these transportation data, oops, nothing here. Looks like I might have lost connection here.

Hopefully you all should be once again seeing my screen here. Again I apologize for the challenges. Again this is part of one of the issues of these days that we are in. Okay.

So let me, go back where I was here. Okay. To address the comments that someone just made about the audio. Let me switch back over and just to use the phone by hand.

In addition to releasing these data on these three different platforms we are also releasing data from the Economic Census in social media.

So every couple of days we are releasing these fun facts. And the fun facts are released for every state in the nation. And every sector will at least have at least one or two fun facts released for them. This is the fun fact for the transportation and warehousing sector in New Jersey. Points out that there's about 7500, almost 7600 transportation and warehousing businesses in New Jersey. And they reported revenue of about \$31 billion in 2017.

In the coming weeks we'll be adding more fun facts to this library, visualization library here at the very top. And we will also have fun facts for Kansas and Louisiana for the transportation and warehousing sector.

So let's actually now get in and look at some data, some selected findings from the 2017 Economic Census. So looking at the transportation sector as a whole we had that slide earlier on that had that – those totals but these couple

of slides now drill down and look at the data at the 3-digit NAICS code sector – NAICS codes within the transportation and warehousing sector.

So on the top left you can see that we have information on revenue by these subsectors. And I've compared revenue for truck transportation and the others between 2012 and 2017. And you can see that at the national level that truck transportation revenue has had a pretty substantial increase over that five-year period. Truck transportation now has the highest revenue, about \$295 billion of that – of the particular sector as a whole.

Also looking at average annual payroll per employment, this shows how truck transportation compares to the other sectors.

So while truck transportation may be the largest subsector in terms of their revenue and certainly shows this big increase between 2012 and 2017, the average annual payroll per employment for truck transportation employees is only about \$48,000 so it's a little bit less than the national average for all businesses of \$52,000.

However, when we looked at pipeline transportation those employees on average earn about \$113,000 so you can see within this particular sector it's very different, a very diverse sector in terms of the average annual payroll per employment.

Likewise, when you look at the employment data itself you see this real difference between the number of employees. Truck transportation not only has the most businesses and the most revenue within this subsector but it also accounts for the largest share of the employment in this particular sector.

There's over 1.5, almost 1.5 million employees that work in the truck transportation industry in 2017.

That's compared to only 53,000 employees that work for pipeline transportation. So yes, they're going to earn a lot but there's not very many employees that work in that particular industry at the national level.

Now of course these data are not only there about the national level but also by geography. So this slide looks at some information for the nation and for all the states that we have released so far. And as you can clearly see California of all the states that we have published already, California clearly leads the nation in terms of the number of truck transportation businesses in that state.

There's almost 12,000 truck transportation employer businesses. And if you then added the independent truck drivers, you're probably talking more than 100,000 businesses in the State of California.

Also looking at State of California on the right-hand side, I then compared truck transportation to the other particular subsectors within this particular sector. So we can see that 11,000, almost 12,000 businesses that are in the truck transportation industry ranked 2nd in support activities for transportation. So these are businesses that support trucking. They will provide towing services and other kinds of services, repair services for transportation industry as well.

So let's talk a little bit about what's coming next from our program. And actually I just see a user just asked a question. You might have noticed on this

slide that Rail is actually missing from this slide and somebody may have said, I wonder where is Rail in this.

Earlier on I had mentioned that there are some exclusions from the Economic Census. And in the transportation sector the only industry that we exclude from the scope of the Economic Census is the Rail industry.

And that is because there's another very large federal agency that has comprehensive information available on rail transportation, the Department of Transportation so we don't actually duplicate the work that they do. So if you wanted to look at Rail, you'd have to get that data specifically from the DOT.

So thank you for that note. In terms of what's coming next, I mentioned earlier this thing called NAPCS, North American Product Classification System. NAPCS is the new system that we are using to publish these product lines data.

And what NAPCS is going to allow users to do is to combine data and compare product data across industries. So for example, it's not a transportation example. But for example if I was interested in data on shoes and I wanted to get information on shoe manufacturers, on shoe wholesalers, on shoe retailers, on shoe stores and on shoe repair, in the past you would've had to go to four different data products to pull the product information for shoes.

Under NAPCS you'll now be able to pull that from all one source. And I've provided a link here, the Understanding NAPCS page where you can go in and look at some information.

At the bottom of the slide I've included a screenshot from American Fact Finder looking at just a small piece of the product data that we published in 2012 for the specialized freight trucking industry. And this is specifically the long-distance piece.

So you can clearly see in terms of the revenue of those businesses, of the total revenue, transportation of goods, other goods by road is the largest piece of the total. Transportation of climate control, boxed power products and other packaged goods except in intermodal containers by road, it was ranked number 2, et cetera.

So these are a sample of the types of product data that are available for the transportation and warehousing sector.

After we release the NAPCS data in November of this year, we'll shift gears and start publishing detailed information. We will start publishing data on the Establishment and Firm Size Reports, those size-based tables. And then finally we will finish off with miscellaneous subjects' tables.

So to summarize the Economic Census has an amazing wealth of business data. If you want to learn more about the information that we publish for the transportation and warehousing sector I would encourage you all to check out the Economic Census web site. The URL is provided here on this slide.

These data are released over almost two-year timeframe. And to understand where that – where we are in that flow, I pointed out to you all this release schedule that we have. I would encourage you all to be checking that periodically.

Every time you're using our data and for that matter data from other sources you need to make sure the data are comparable so I would encourage you all to check out that NAICS web site to look for the NAICS changes. And I also talked about geography changes also. We also have a geographic change information page on our Economic Census web site.

And finally, the data are now being released on data.census.gov. If you haven't already started using data.census.gov I would encourage you all to check it out.

And so with that I am done. Let's go ahead and see if anyone had any questions.

Coordinator: Thank you sir. At this time, if you do have any questions or comments you may press star 1. Please unmute your phone and state your first and last name when prompted. Again that is star 1 if you do have any questions.

Our first question, you may go ahead.

(Caller 1): Okay so overall the data.census.gov web site is to view everything that you're showing online.

Andrew Hait: That's going to be where you're going to need to go to get all of the Economic Census data. And that's also where we'll be publishing many of our other business surveys like county business patterns and non-employer statistics. Some of the other transportation and warehousing data we have are not available at data.census.gov. But you can find those on our web site.

(Caller 1): So all these are, like what you did today, a webinar and previous webinars are available there you said – I heard you say.

Andrew Hait: Absolutely. Yes, all the ones...

(Caller 1): Okay.

Andrew Hait: ...we've already conducted are already archived and saved out on our web site. And each of those ones we're doing from now through August will be there as well.

(Caller 1): Okay. I'm excited about working for the census once all this is over with.

Andrew Hait: Great. So am I.

(Caller 1): Okay. Okay.

Andrew Hait: Thank you.

(Caller 1): Okay thank you too.

Coordinator: Thank you. Our next question

(Caller 2): Hi. Are the metro groups taxed with the same modification?

Andrew Hait: So say that again.

(Caller 2): Are the metro groups taxed with the same modification. You had mentioned that if you send out a report that you would have to wait for all the information to come from DC, Virginia and Pennsylvania.

(Andrew): Oh, I see what you're saying. Yes, okay so what we're talking about as when we are tabulating the data, when we're collecting the data from the businesses and we are tabulating that data down to metropolitan area boundaries, we have to collect the data for all the counties, for all the businesses in all the counties that comprise that metropolitan area.

So for example, the Washington, DC metropolitan statistical area, that particular metro area straddles five states. Counties that are in five different states. So when we publish data for that particular metro, we publish not only the metropolitan area as a total. So how many transportation businesses are in the Washington, DC metro? How many employees do they have? How much revenue do they generate?

But we also then break out that data by individual county. So if you wanted to see how much do the transportation businesses that are in Prince George's County, Maryland, how much they make up of the Washington, DC metro total, you can do that.

And the point I was making when you were talking about that was, the way we flow our data out, the reason why we release the data in these groupings of state is because of those metropolitan area groupings. That's not - it has nothing to do really with taxing or anything like that. It all has to do with how we collect and tabulate the data.

(Caller 2): Okay, I notice that there's several different groups with like one of the first slides there was, say for instance, Georgia was associated with Arizona and Texas. And then New York was associated with New Jersey and then Massachusetts was associated with a different group of different states. And I'm wondering if the reason why they're grouped the way they are, is because of their tax modifications.

(Andrew): Right

(Caller 2): Like sometimes-

(Andrew): I see what you're saying.

(Caller 2): They need to get tobacco because they pay less tax. And that was so strange. I said, why is that grouping Georgia all the way over there with Arizona and Texas? South Carolina and North Carolina.

(Andrew): Yes, so sorry for the confusion. The groupings of states that were on that second slide are just the groupings of states that we're talking about in that webinar that we're doing. Those states are not really related to each other. We just grouped them that way so that we could split up all 51 states in the US and talk about a reasonable number of states and the data for those states over the course of the 20-part webinar series.

Yes, they're not - we didn't group Georgia in with other states because it's related to it. It just was the reason why we grouped them for the purposes of this webinar.

(Caller 2): I've seen them grouped together before like that for other things.

(Andrew): Yes, there may be some similarities in terms of like releasing data, we typically release Georgia in with South Carolina and Alabama and some of the neighboring states again because of metropolitan areas that straddle Georgia's boundaries, the state boundary. But we also then had other states grouped in there that had nothing to do with each other.

For example, the very last presentation we're doing has a very eclectic mix of states that we basically release all at one time to kind of complete the entire release series. So.

(Caller 2): They're assigned a single stakeholder liaison. That's the other similarity that I've seen now.

(Andrew): Yes, probably.

(Caller 2): Yes, that's why I asked the question.

(Andrew): Okay.

(Caller 2): Yeah, Yeah.

(Andrew): Well great, thank you so much.

(Caller 2): Thank you, (Andrew).

Coordinator: Thank you. We have another question.

(Caller 3): Yes, so my question really is just kind of a nomenclature kind of question. (Andy) you showed that graph that showed revenue by subsector. And basically my question is about the use of revenue versus shipments versus receipts. You know, like when you look at the tape, you know, the data tables. They use like I think receipts is what it uses.

I'm just kind of trying to understand whether revenue and shipments and receipts is the same. And whether - do you have data or a variable dictionary or is it like when you download the tables. I know each table has like a read me tab and it may have also a tab of the field's names.

Or is there like a master dictionary? So just wondering. And actually my - what I'm needing as far as (unintelligible) on revenue versus shipment versus receipts. Is that kind of like the same variable? Same number we're looking at?

(Andrew): So that's a really great question. And to be honest I haven't had that very often. But that's a really super question. So when we look at the measure of output of a business. The what constitutes the output of the business varies quite a bit from sector to sector.

For example, in the manufacturing sector, measuring the output of a manufacturer of a particular manufacturing plant, it can't be measured in terms of sales because they aren't actually selling in a traditional sense of the word, in a retail sense of the word. They're not selling those things that they make at that manufacturing plant. Those products are then usually shipped to a wholesaler or to a warehouse where they are then stored. They're then shipped to the retailer and the retailer then sells those goods to the consumer.

So if you think about an automobile assembly plant, the output of that auto assembly plant is not really a sale. And the term that we use to measure the output of manufacturers is shipments, is value of shipments.

(Caller 3): Okay, got it.

(Andrew): For mining it's the same way. For the retail sector, we use the term sales and that's true also for wholesale because it really is a sell. They truly are selling something. The normal markups that you would think of when you think of what a retail sale is, is what's measured when you look at sales of grocery stores or department store or gas stations.

Revenue and receipts are somewhat interchangeable and they depend upon whether or not that business is like a finance-related business where it's usually considered a receipt of it's something like transportation warehousing where revenue is usually thought of. So these are all terms that refer to the output of the business, but we do try to tailor them to the sector. Because the word that really means something the most to that sector varies quite a bit. So yes, that's a great question.

(Caller 3): Thank you so much.

(Andrew): You're welcome.

Coordinator: Thank you. We do have a few more questions

(Caller 4): Hi, (Andy). Earlier you mentioned the non-employer statistics. And we have been trying to use the data for our reporting purposes. We have noticed that there has been uptick in terms of non-employer statistics for taxi and

limousine services. We kind of think or assume it's because of the gig, going up so quickly in the last few years.

However, that suggested kind of anecdote or kind of assumption but we don't have real category to really say, hey. That is the gig employment. So my question is down the road, does the census try to capture that specific category of the employment information using a subcategory under the non-employer statistics?

(Andrew): Yes, so as you have pointed out, in some sectors of the US economy, non-employers are not only significant in number, but they are significant in impact on the economy. So for example, when you think about the real estate and leasing sector, there are tens of thousands of realtors that actually work for the real estate agency. They are employed by. They receive a paycheck from that agency.

And they get a W2 at the end of the year, but they're also a significant number of realtors that are independent contractors that don't get a W2 from their business. They get a 1099 and they report that income on the 1040 Schedule C and Schedule SE. Those types of workers, those self-employed people that get a 1099, that's really the lion share of what is reflected in the non-employer statistics industry dataset.

So when you think about other industries that have a lot of self-employed people, other than real estate, trucking certainly. Tens of thousands, if not hundreds of thousands, of independent truck drivers that may drive for a firm but they are not employees of that firm.

The example you brought up of taxies and limousine services, you can think of a ridesharing network. I'm not allowed to say them by name, but most of the drivers of those ridesharing networks are not employees, true employees of that business. They receive a 1099 from that company they drive for. They are not an employee so all of those independent drivers for those ridesharing networks are primarily classified as non-employer taxies.

So your question about whether or not we are thinking about further breaking out that non-employer data to sort of separately identify those types of workers from other people that are classified in there. I'm not aware of any effort to do that because to do so would probably end up with some suppressions of data because when we have to break out the data a certain way, sometimes we have to suppress data for privacy purposes.

So I'm not aware that we're thinking about doing that, but yes, you're - you noticing a big increase in these and the counts of non-employers that is very much something that we are noticing as well. And that's happening probably in our US economy for lots of reasons.

(Caller 4): Yes, we are just trying to see the impact of the gig economy on the transportation network and - because I work for DOT. So we want to know how they behave but that data is lumped into the one category that something we feel like if we can get the other subset of the data that would be great.

(Andrew): Right, well I tell you, I'm putting back up my contact slide with my email address and my phone number. If you want to follow up with me, I can have you put you in touch with someone in our offices that handles the (unintelligible) report and they might be able to give you some information on where we are with what they're looking for.

(Caller 4): That would be great. Thank you so much, (Andy).

(Andrew): You're very welcome.

Coordinator: Thank you. Our next question.

(Caller 5): Thank you so much. Thank you, (Andy) for this update and presentation. I wanted to ask a question about using the census data to look at tobacco retailers. You mentioned that Census classifies business based on the types of sales. So I'm a student. I'm trying to get data on the number of retailers that are selling tobacco products to youth. And how could I use the census data?

(Andrew): Right, so the product line data that I referred to that we publish as part of the economic census, that now is going to be published using this new NAPCS, this North American Product Classification System. That's probably the single best resource for you for your work. Because what that product line data includes is a breakout of the individual products and services that businesses provide.

And tobacco products is one of the key breakouts that we publish in a number of industries. I'll give you a real-life example. The State of Maryland was actually considering, a number of year ago, raising the cigarette taxes, you know, in the State of Maryland. And one of the concerns that they had was whether not raising those taxes would impact certain types of business more than others. And the types of businesses that they would impact would those business be adversely affected by that tax increase?

In using our product line data, they identified that the largest share of tobacco products in the State of Maryland are sold in convenience stores, which is probably not a surprise to many of us. And the convenient stores are primarily small businesses, little mom and pops, you know, maybe have three or four or five employees. They're not big companies. They're not big business. And in the end, the State decided to not raise the cigarette taxes because they felt that those businesses would be impacted more and be impacted more because of the tax increase.

So that product line data especially for tobacco products like you're interested in, that would be the key resource that I would recommend you check out.

(Caller 5): Well thank you for that. And do they have that data broken down? And I'm sure they probably do, by state? And so like if you wanted to look at certain regions and certain states, you can look at that?

(Andrew): Yes, it's at the national level and by state.

(Caller 5): Okay. So I'll just look it up and then go from there, but this seems like such wonderful data because I know one of the things I was looking at, and I was working with the state health department where our tobacco are, you know, classified under the agriculture division of this state. So I was just, you know, as I was listening to you, realizing there was other avenues of data available through the Census Bureau.

(Andrew): Right, Absolutely.

(Caller 5): Okay, well this has been very helpful, thank you, (Andrew). Appreciate it.

(Andrew): You're very welcome.

(Caller 5): Have a good day.

Coordinator: Thank you and once again that is Star 1 if you would like to ask a question..

(Caller 6): Hi, (Andy). I have a question pertaining to a comment you made earlier about suppression. In the earlier census data, to protect the privacy of individuals, they use a process called data swapping. Does the economic census use the same methodology or do they just simply not report it like an NA or something of that nature? And if the economic census does use it in the upcoming years, will they apply the differential privacy methodology?

(Andrew): Right, yes that's a great question. So, short answer, no. We do not do data swapping on the economic side. An example for the other attendees of what we're talking about is when you publish demographic data, and when you cross tab that data by the race, ethnicity, gender and veteran status of the people who live in an area.

Because of the level of detail that is shown, periodically you could have situations where I might be the only Greek American that lives in the census tract that I live in. And because of that, in publishing data on Greeks, across in Maryland, it would expose my identity. I would be identified in the data being the only one person.

So, to protect my privacy, on the demographic side, my presence should be moved to another census tract for example, where I would be in with another Greek so you wouldn't be able to identify me as a single person. We don't do that on the econ side at all. The way that we do handle privacy protections is

by looking at the share that the businesses in companies in an industry in a geography account for the total.

And so for example, if you and I own the only two gas stations in our little town, census couldn't publish data on gas stations because you could easily subtract your employment and payroll from the total, the published total, and know exactly what I pay my employees. That would be a clear violation. So in that situation, we would suppress the data. We would actually put a D in the table to suppress that information.

Then once we've done all those suppressions, then we have to take a pass back through the data table again to make sure that someone couldn't easily subtract the published data from the total. And back into a suppressed row.

So for example let's say in my example we suppressed one town in Anne Arundel County, Maryland, but we only suppressed one town. Someone could easily take a county total, subtract all the published cells and back right into that one suppressed cell. So in that situation we would then have to suppress another town in Maryland for that same industry to protect that what we call a primary.

Differential privacy is not being implemented directly as part of our economic programs the way that it is for the decennial census and the way that it is going to impact implemented for other demographic programs. But we have similar impacts of other privacy changes that we're making. So as you probably know, the Census Bureau not only has our privacy laws, we have to abide by, Title 13 and Title 26.

But we also have the privacy laws of other federal agencies. Much of - some of the data that we have at the Census Bureau is - includes administrative data, data from other federal agencies. Well those agencies that have their rules on what we can and can't do with their data, and in these - in this particular case, we now have some new disclosure rules that we have to now abide by that are now resulting in us suppressing additional rows of data than what we used to suppress again all in the spirit of protecting the privacy of people who respond to our programs.

The easiest thing that I can say to do this, kind of, see the impact of this is to look at for example a state total. Subtract the published counties in that state and see how much of the state total is missing. And that missing amount basically are for all of those cases where we had to suppress the data for a particular county because of privacy.

It's, you know, it's a bummer. As a data user myself, the privacy protections are a bummer because it results in the suppression of data. Data is missing from the table. But I will tell you there's a huge positive to this, and that is that the quality of the data we collect and publish is much better because businesses know that we protect their privacy. They're much more likely to report accurately to us because they know that we're not going to disclose their identity and their private data.

So great question.

(Caller 6): Can I follow up with one other question then?

(Andrew): Sure.

(Caller 6): Is there kind of a rule of thumb in determining when we see this D for suppression? That there are less than say 5 or 3 or 2 companies or is that not possible?

(Andrew): So there is a rule, but I can't tell you. The rule itself is considered a disclosure. Because if I told you the rule, you could essentially unravel our sweater. And I don't want to do that.

So yes, unfortunately we can't share the rule of what constitutes a suppression. I alluded to it, you know, the example I gave of you and I owning the only two gas stations. That's an easy one. You can easily tell why we would do that. But let's say there were three or four gas stations in our town.

And you and I had the two gas stations that were in like the main part of town and the other two gas stations were out in the boonies someplace and had like only a tenth of the sales, we would still have to suppress the data for that industry. Because you and I would so dominate that industry for that community, for that county, that we have to suppress the data. But yes, unfortunately I can't share with you the number, the rule.

(Caller 6): Thank you very much.

(Andrew): You're welcome.

Coordinator: Thank you. And once again that is Star 1 if you would like to ask a question.

(Caller 7): Hi, (Andy). Thank you for your presentation. I thought there is one slide that the establishment and the firm size data would be released at November 2020 to September 2021. I'm a student. I'm a PhD student from (unintelligible). I

want to ask that what's the smallest unit of the establishment and firm size data will be relived? Will I know that exact location of the warehouse and what the capacity of the warehouse and what type of the (unintelligible) of this warehouse? Yes, that's my question. Thank you.

(Andrew): Right, so sure. So the establishment and firm size date, I brought the slide back up again. You're right. We will be releasing it starting in November of this year, the whole series will be completed in September of next year. And the data in the establishment of firm size report, the industry breakouts and the geography breakouts do vary by sector. So for example, in the retail trade sector where you have millions of retail businesses in the United States, we are able to slice and dice those industries, the size data down to very small size categories and down to smaller levels of geography.

So for example, if you wanted to find out how many grocery stores in the State of Maryland had between one and four employees, five and nine employees, ten to 19 employees, 20 to 49 employees, those kinds of detailed breakouts. That data is available from our size reports. In other sectors of the economy where you have far fewer businesses in that sector like manufacturing, the size ranges are broader.

And the data - the level of industry detail and geographic detail is less because, again, if we sliced and diced the data down to very, very small categories you would end up disclosing the identity of the one business in a particular industry that has more than 10,000 employees or something like that.

So yes, we always - none of our data are going to be published that would allow you to identify a single business. What I would suggest is we publish

size data, business sized data not only in the economic census, but we also publish size data in a few of our other business surveys.

So if you want to get a preview of what the economic census data is going to look like -- which is going to be more detailed than from the other sources, but at least it'll give you a preview -- I would check out our County Business Patterns data product, which is a program that publishes annual data by business size. It's just by employment size.

We also have programs called Statistics of U.S. Businesses and Business Dynamic Statistics that have detailed information by business size and those size ranges primarily from those programs are by firm size as opposed to individual establishment size.

So that would allow you to find companies that have more than \$10 million in sales or things like that. So we have a few other resources that you could check out that would give you some of that type of size distribution data.

What I'd encourage you to do too, I brought my email address and phone number back up again. Send me an email and I can send you links to those programs.

(Caller 7): Oh, thank you so much. Thank you.

(Andrew): You're welcome.

Coordinator: Thank you. And we have a few more questions.

(Caller 8): Hello. Hi, (Andrew). Thank you for your presentation. I am also a (unintelligible) student and I work - I have a - but used the census data for my research. So thank you very much.

And the County Business Patterns data is the one - is most of the data I've been using. And I have a specific question and it is regarding the new maps, the new system, of the products because we have been studying, for example, in the warehousing - in the transportation and warehousing sector.

That's - the storage and warehousing subsector is very small. So we wonder that they are other businesses that are - that have their warehouses, their storage and that - are also important for to, like, number of competitive warehouses and (unintelligible).

So do - could you advise me what would be useful for, like, to get - how could I get - could get this data? I mean, the maps would help me eventually.

(Andrew): Yes. So maps - okay. I'm going to try to think through this here. Maps would help you to capture warehousing activity of businesses that are not primarily classified as a warehouse.

So, for example, a manufacturer that operates a warehouse at that same physical address. That warehouse is essentially a captive operation. It wouldn't be separately published as part of - like, we publish - we collect data from that business location.

They're going to report to us all of their activity that goes on at that one at that address which would include not only the manufacturing activity, but also the warehousing activity.

But the product data - the maps product data would only capture that activity when that company is earning money from operating that warehouse. In other words, let's say I'm running a manufacturing plant and I have a warehouse attached to my manufacturing plant and I only need to use 10% of the capacity of that warehouse. The other 90% of the capacity I don't need anymore. It's just empty space.

And let's say I then want to rent out that warehouse space to operate it and to earn some extra money for that warehouse. That case, that extra 90% that I'm earning, that would be captured possibly in our product line data, but what I think you're going to probably find is that there are far more warehouses that are sort of captive operations of another type of business where that warehouse only supports the activity of that single business, that the business is not earning any extra money by selling space like I - like the example I gave.

The warehouse is complete there to support that manufacturing plant. And in that case, that activity is essentially - and I'll say the word - lost. There's no way to capture that warehouse capacity because it's just part of operating that other business.

So yes, you've got a real challenge there. I'm trying to think of other sources that you might be able to turn to get that kind of information. Again, you've got my email address and phone number here on the slide. I'd send me an email and I'd - let me think about this a little bit because I think there might be some other sources of data that might help you.

(Caller 8): Okay. I'll write you an email. Thank you, (Andrew).

(Andrew): You're welcome.

Coordinator: Thank you, go ahead.

(Caller 9): Okay. I didn't know if I was allowed to ask other questions, but being new to the census even though I do genealogy as a hobby, is it - when we go on your Web site, do we use that same passcode that was given to us today to do the Webinar? Is that how we go back to the previous - the series that you're doing?

(Andrew): So the email address (unintelligible) - the URL and the phone number for each of the Webinar as part of this series will be a different email - will be a different URL and a different passcode.

(Caller 9): Oh, OK.

(Andrew): You don't need a passcode to get onto our Website to look at data on our Website. It's just for these Webinars. We have that URL and that passcode. But yes, it'll be a different one.

The same place where you got the URL and passcode for today's Webinar, you'll get it from the exact same place for all of the other ones.

(Caller 9): Oh, okay. So it's just going to be basically in my email that I never looked at or the previous ones?

(Andrew): Yes.

(Caller 9): Is that what you're saying?

(Andrew): Yes.

(Caller 9): OK. And then you mentioned something about a census builder.gov Web site. Could you tell me again what that was used for?

(Andrew): Sure. Census Business Builder is one of our data tools that presents demographic and business data to help users do things. So, for example, there's two editions. There's a small business edition that was designed specifically for entrepreneurs and small business owners.

So let's say you are interested in opening a trucking company and you wanted the information about other trucking companies that are in your area where you're thinking about opening your trucking business and you want to maybe look at other types of businesses that might be customers at your trucking business.

Census Business Builder was designed to help that entrepreneur research the markets for their type of business and it could be not only a trucking company, but it could be a daycare center.

You know, if you wanted to open a daycare center in a community and you need to know something about how many kids live in that area and what the household income is of the people who live in that area, that data - those data are presented in Census Business Builder.

I've mentioned it during the Webinar because that's one of the data tools that we have where you'll be able to go and get data from the economic census.

(Caller 9): Okay. And if I can ask one more question?

(Andrew): Sure.

(Caller 9): Okay. So even though we're still, like - I'm still in the learning stage of a numerator, I haven't done my fingerprinting or any of that, are we going to be doing businesses and homes or does it depend on the location you live?

(Andrew): So when we do our - when we do the different surveys and programs that we conduct to the Census Bureau, the demographic surveys that we conduct like the Decennial Census, like, the American Community Survey, those surveys do have a numerator that goes out and collects the data.

Those surveys are collected by mail, they're collected over the phone, they're collected online and we actually have field workers that go out for those demographic surveys.

(Caller 9): Yes, because I didn't know if I was going...

(Andrew): (Unintelligible)...

(Caller 9): I didn't mean to interrupt you.

(Andrew): Yes.

(Caller 9): I didn't mean to interrupt you. I just didn't know if they were going to have, like, certain people do businesses, certain people do homes and things like that. That's why I was wondering.

(Andrew): Yes. On the business side, we actually don't do any in-person enumeration of our business data. All of the business surveys that we conduct at a Census Bureau are done either electronically or by mail. We don't actually do any in-person collection of our business data.

So yes, everything that you would ever do for us as an enumerator would be for a demographic survey.

(Caller 9): Demographic? And I guess they just tell you that once that you're done with the hiring process what - they want you to be doing basically is what you're saying?

(Andrew): Yes, absolutely.

(Caller 9): Okay. Okay. Thank you a lot for all the time you've put into this. It's making more sense to me.

(Andrew): You're very welcome. You're welcome.

(Caller 9): Okay.

Coordinator: Thank you. Our next question.

(Caller 10): Yes, can you hear me?

(Andrew): Yes.

(Caller 10): I was wondering, the number of establishments, is that mainly the (unintelligible) industry being the transportation and warehousing industry that are included in the establishment, the number of establishments?

(Andrew): So the number of establishments is just a term that we use to refer to a business location. So if you think about a gas station or a grocery store or a warehousing facility, each of those individual business locations is the term that we use to describe them is an establishment.

And we publish data on the number of establishments in our data products. So if you wanted to find out how many warehouses are there in the State of Maryland or in Anne Arundel County, Maryland.

You can look up that particular industry code and one of the censuses that we published is the number of establishments. We use the term, "establishments" to differentiate individual business locations from firms, which are groups of two or more or one or more establishments or companies that can be groups of firms.

So if you think about a large corporation in the United States, they could have multiple subsidiaries and those subsidiaries could have multiple individual business locations across multiple different industries with these very diversified companies.

We published data at not only at the company and firm level, but also individual establishments. The key point that I was making about establishments was that we classify every single business location into a particular industry code based upon the majority of the activity that they do at that location.

So if that warehouse - if that physical structure primarily operates as a warehouse, then we would classify it as a warehouse or a transportation company, a trucking company or a, you know, something else like that. So yes.

(Caller 10): Okay. So basically that is - let's say a baker has their own transportation, then - in other words, if they have an in-house transportation activity going on in their establishment, then it's not necessarily captured as transportation, right?

(Andrew): Right. So that's a perfect example. So let's say you have a bakery and that bakery, it's a business that has a single bakery location and they have two trucks that they use to deliver those baked goods to the retailers that they sell to.

That transportation operation would essentially be a captive operation. It's part of that business. But when you think about a grocery store company, let's say pick one of the larger grocery chains, those larger grocery chains, those trucks that are delivering the groceries to that grocery store are not actually classified as - or not actually captured at each individual grocery store. They're captured at a warehouse where that truck is actually parked when they're loading it and when they're, you know, going.

So that grocery company does have its own separate transportation business because it's a completely separate operation from just their regular operation.

(Caller 10): Got you. Thank you.

(Andrew): You're welcome.

Coordinator: And at this time I am showing no further questions.

(Andrew): Okay. (Linda), do we have any questions that we missed on the chat or Jeana, did you see any other questions that we haven't addressed already?

Jeana Bunn-Hector: I know one of the questions was will they be able to receive the PowerPoint and the video? Will it be shared after this presentation?

(Andrew): Absolutely. So we will be posting the recording, the transcript and the actual presentation either as a PowerPoint file or as a .pdf to our Webinar's Web site and you can go in and then actually download that information as soon as it's posted.

Jeana Bunn-Hector: And the other question, what were you saying relating to the EC17?

(Andrew): Right. So when we were talking about how to access the economic census data that is in data.census.gov, one of the tips I was giving - I gave was that in the search system that is available in data.census.gov, if you type in the letters EC17 or letters and numbers EC17 then when you then go in and say I want data for transportation for these transportation industries in the State of California, then because of putting in EC17 the system will automatically pre-filter the list of results back to only those results that come from the 2017 Economic Census.

It's just a shortcut to get to the data. If you don't put in that EC17 and you just say trucking companies in California, you're going to get a lot more results back that would include not only data from the economic census, but also a lot

of other programs at census including some that may be ones you're not even - you don't even care about.

So it's just a shortcut to get to the consensus data more correctly.

Jean Bunn-Hector: Alrighty. And - okay. It would seem that with more people relying on ridesharing programs that the couriers would have a larger share. Did you notice this as well?

(Andrew): Yes. When you - a couple of people brought this up today. When you compare the economic census data that measures employer businesses to the non-employer statistics data that covers those self-employed people, you will definitely notice that the share of the total has been shifted in many of these industries from businesses that are primarily employers to businesses that are primarily non-employers.

For example, in the trucking industry, I mentioned that I had done an America Count story on the trucking industry and when you look at the growth patterns of trucking companies or truckers over the last ten years, the growth of independent truck drivers, drivers who own and operate their own vehicle and drive for another company, but receive a 1099, they don't get a regular paycheck from that company, the growth of those self-employed drivers is three times the rate of the growth of truck drivers who drive for a regular trucking company.

And there's probably lots of reasons why independent drivers are growing at a faster rate than the regular employees. You'll also notice when you look at that data that the revenue of those self-employed truck drivers that essentially translates to what they're earning as being an independent truck driver is

almost double what the average annual payroll per employee is of a truck driver who drives for a regular company.

And some of that may be because of what they're driving and how far they're driving and, you know, the local truck driver who drives a truck delivering mattresses to people's houses is probably going to earn a little bit less than an over-the-highway business truck driver, but it's an interesting comparison.

Jeana Bunn-Hector: Okay, (Andy), and I think this is the last one. Where is rail transportation?

(Andrew): So we did answer that and to pointing out the thing I said was of all of the industries that we don't cover in the economic census, one of them is rail transportation and that industry is actually covered by the Bureau of Transportation Statistics.

In fact, I think one of our callers was from BTS and they actually publish data on the rails - on rail - on the rail industry. We don't collect the data because they're already doing it.

Jeana Bunn-Hector: And I see nothing else on this side, (Andy).

(Andrew): Okay. Great. Well, thank you very much, everyone, for taking time out of your day. I apologize for any of the technical difficulties we had, challenges we faced today of teleworking and being home and we've got kids here using up all my bandwidth and taking down my internet.

So thank you so much for taking time out of your day and have a wonderful afternoon.

Coordinator: Thank you. And this concludes today's conference call. You may go ahead and disconnect at this time.

END